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Established 1864



Evergreen Specialists

**EVERGREEN
NURSERY
COMPANY**

Sturgeon Bay, Wisconsin

70 YEARS OF QUALITY!

GOOD TREES

*Grown Right — Dug Right
Packed Right*

THAT'S what we aim at and we want to prove it to you. In this, our latest catalog, which we take pleasure in presenting to you, we have listed the many varieties of trees that we grow. Just make out your order, following the directions given under Terms and Conditions, mail it to us and we are sure you will find that your confidence has not been misplaced. We will give your order our very best attention and do all in our power to make you a satisfied customer; for we know that a satisfied customer is by far the best advertisement any business can have.

Important Information **READ IT**

Since the day this nursery was established in 1864, it has been operated without a break by the same family. This means that we attained stability, as well as an enviable reputation among the nurserymen of the country. Our business in the past has been about 95 percent wholesale, but we have decided to enter the retail field and offer our customers a grade of stock that is hard to get from dealers and at a price that is very reasonable.

Rather than offer a large descriptive catalog, the cost of which would make it necessary for us to make a greater margin of profit, we are offering this simple catalog. This means that we can sell cheaper. Look this through carefully as there may be some item in which you are interested hidden down in some corner, and if you cannot find what you want, write us, for we may have it.

The practical experience gained from more than seventy years of growing evergreens and ornamental trees is at your service. It is yours for the asking. If you wish specific planting instructions, are in doubt as to the best varieties to plant or are confronted with any other problem, write us and we will gladly help you solve it, if we can.

TERMS and CONDITIONS on inside of back cover.



 American Association of Nurserymen 
BUILDERS of BEAUTY

FREE PREMIUMS!

One of the greatest difficulties in the nursery business is the proper handling of the mad rush of orders as soon as spring opens.

ORDER EARLY

We feel sure you can realize how much better service we can give to those who order early, and to make it worth your while, we offer these very attractive generous premiums on early orders.

Orders in Before Feb. 20

You may select, free, any stock from our catalog amounting to **20%** of your order.

Orders in Before Mar. 20

You may select, free, any stock from our catalog amounting to **10%** of your order.

Orders in Before Apr. 10

You may select, free, any stock from our catalog amounting to **5%** of your order.

In view of rising prices this is an outstanding offer.

TAKE ADVANTAGE OF IT NOW---TODAY!

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1887



EVERGREENS

Prices and Sizes to Suit
Every Need and Purse

Many retail catalogs list only the larger more expensive evergreens, and do not list any seedlings, once or twice transplanted evergreens. Of course, for immediate effects, the larger evergreen, which is usually handled with a ball of earth is a splendid article, and well worth the money. But for folks who are willing to wait and watch their trees grow, small evergreens in once or twice transplanted grades can be purchased for only a fraction of the cost of the larger trees. Then again, when one wants thousands of trees for reforestation, or extensive plantings, small two and three year seedlings can be purchased at a surprisingly low cost. Thus you can buy evergreens from us to suit your every purpose and purse.

SEEDLING EVERGREENS

Seedlings are trees that have been grown from seed, but have never been removed from the original seed bed, that is, they have never been transplanted. They are at least two years old before we offer them for sale. If you are in need of a large number of evergreens, or if you do not care to spend much for your stock, and are willing to wait for them to grow, seedling evergreens will certainly solve your problems. Specific planting instructions with every order tells you just how to care for them.



ENTRANCE PLANTING OF EVERGREENS

ONCE TRANSPLANTED EVERGREENS

If you are in the market for quite a number of evergreens ready to go into the field, our small once transplanted stock would fill your needs. Once transplanted means trees that have been taken from the seed beds and planted in rows under shades and overhead irrigation. Here they are allowed to remain two years. This produces a tree that will stand transplanting well, and can be either planted in their permanent place or placed in the field and grown on into specimen stock. This stock does not need shade as in the case of seedlings. Once transplanted trees are indicated in this catalog by symbol X.

TWICE TRANSPLANTED EVERGREENS

Twice transplants, are trees that have been taken from the once transplanted bed and planted in wide rows directly in the field. Twice transplanted trees are the next best grade to specimen trees. The more times a tree is transplanted, the better the tree. Twice transplanted trees are indicated in this catalog by the symbol XX.

SPECIMEN EVERGREENS

Balled and Burlapped

Balling and burlapping an evergreen is the best known method of handling the larger and more expensive evergreens. It consists of digging the tree with the ball of earth which is wrapped with burlap. This permits the least possible disturbance of the tree in transplanting. Remember these trees are all perfect shaped specimens.

Our B. & B. evergreens are all specimen trees, three or more times transplanted, and just the thing for an immediate showing on your lawn. When trees are balled and burlapped it is indicated by B. & B.



PYRAMIDAL ARBOR VITAE

Norway Spruce (*Picea Excelsa*) This is the most popular tree in the Spruce family. It is one of fastest growers, is very hardy, and one of the most universally planted evergreens. Especially suited for windbreaks, Christmas trees, and reforestation purposes, besides being very valuable as a fast growing ornamental evergreen. Pyramidal in shape with dark green needles.



Entrance to Our Grounds

Once transplanted trees are indicated by X
Twice transplanted trees are indicated by XX

	Each	10	100	1000
3- 5 in. Seedlings		.50	\$2.50	\$16.00
5-10 in. Seedlings		.75	3.50	25.00
4- 6 in. X	.10	.70	5.00	40.00
6- 8 in. X	.15	1.00	7.00	55.00
8-12 in. X	.20	1.50	9.50	75.00
1-1 ½ ft. XX	.25	2.00	12.00	95.00
1 ½-2 ft. XX	.30	2.50	18.00	
2- 3 ft. XXXX B&B specimen	\$1.75	each	\$15.00	per 10
3- 4 ft. XXXX B&B specimen	\$2.30	each	\$20.00	per 10
4- 5 ft. XXXX B&B specimen	\$3.25	each	\$29.00	per 10
5- 6 ft. XXXX B&B specimen	\$4.75	each	\$45.00	per 10
6- 7 ft. XXXX B&B specimen	\$8.50	each	\$80.00	per 10
7- 8 ft. XXXX B&B specimen	\$12.00	each		

White Spruce (*Picea Alba*) a native tree of the Great Lake section. Grows more compact than does the Norway Spruce, but not as rapidly. Many trees have a bluish-white tinge to them. Grows to a height of 25-35 feet, and is very hardy. Excellent for windbreak, specimen or background planting.

	Each	10	100	1000
4- 6 in. Seedlings		.60	\$ 2.75	\$18.00
6- 8 in. Seedlings		.90	4.00	32.00
3- 6 in. X	.15	1.00	7.00	55.00
6- 8 in. X	.20	1.50	9.50	75.00
8-12 in. XX	.30	2.50	15.00	95.00
1-1 ½ ft. XX	.50	4.00	30.00	
1 ½-2 ft. XX	.75	6.50	55.00	
2- 3 ft. XXX B&B specimen	\$2.00	each	\$15.00	per 10
3- 4 ft. XXXX B&B specimen	\$4.50	each	\$32.00	per 10
4 -5 ft. XXXX B&B specimen	\$5.75	each	\$46.00	per 10
5- 6 ft. XXXX B&B specimen	\$7.00	each		
6- 7 ft. XXXX B&B specimen	\$9.00	each		



Colorado Blue Spruce

COLORADO BLUE SPRUCE

Colorado Blue Spruce (Picea Pungens Glauca)

Everyone knows and wants the Colorado Blue Spruce. It has long held its place as the Aristocrat of Evergreens. When you get Colorado Blue Spruce from us you get REAL BLUE TREES. We guarantee them to be of good color. If you can't afford the larger trees here is an opportunity to get 50 trees in the smaller sizes for the price you usually pay for one tree.

	Each	10	100	1000
2- 4 in. Seedlings			\$3.95	\$24.00
3- 6 in. Seedlings			5.95	42.00
2- 4 in. X	.15	.80	6.25	45.00
4- 6 in. X	.20	1.50	10.75	
6- 8 in. XX	.45	3.50	25.00	
8-12 in. XX	.90	5.50	38.00	
12-18 in. XX	1.50	10.00	85.00	
1 ½-2 ft. XXX B&B specimen			\$ 4.90	each
2-2 ½ ft. XXX B&B specimen			6.95	each
2 ½-3 ft. XXX B&B specimen			9.00	each
3-3 ½ ft. XXX B&B specimen			11.00	each
3 ½-4 ft. XXX B&B specimen			14.00	each
4-4 ½ ft. XXX B&B specimen			19.00	each
4 ½-5 ft. XXXX B&B specimen			22.00	each
5- 6 ft. XXXX B&B specimen			32.00	each
6- 7 ft. XXXX B&B specimen			45.00	each
7- 8 ft. XXXX B&B specimen			60.00	each

MOERHEIM GRAFTED BLUE SPRUCE

This is a new superior strain of the grafted KOSTER'S BLUE SPRUCE. A magnificent, beautiful tree, with a deep rich blue foliage. Grafted on the roots of a 5 year old Norway Spruce. We are offering these to the retail trade for the first time. A limited number at

10-12 in. XXX B&B specimen

\$2.50 each

Black Hill Spruce
(Picea Canadensis Albertiana)

A native of the Black Hills. It is quite similar to the White Spruce, but more compact and slower growing. The new growth in the spring has some what the bluish color of a Colorado Blue Spruce. Will grow to a maximum height of from 25-35 feet, but because of its slow growth, it can be used where space is limited.



Pfitzer's Juniper

		Each	10	100	1000
3- 6 in.	Seedlings		.75	\$ 5.00	\$35.00
6- 8 in.	X	.20	1.20	9.50	75.00
8-10 in.	XX		.25	2.00	16.00
1-1 ½ ft.	XX		.85	7.75	68.00
1 ½-2 ft.	XXX B&B specimen		\$2.25 each	\$18.00	per 10
2- 3 ft.	XXX B&B specimen		\$3.50 each	\$32.00	per 10
3- 4 ft.	XXX B&B specimen		\$5.50 each	\$50.00	per 10
4- 5 ft.	XXXX B&B specimen		\$7.75 each		
5- 6 ft.	XXXX B&B specimen		\$9.00 each		
6- 7 ft.	XXXX B&B specimen		\$12.00 each		

Colorado Green Spruce (Picea Pungens) Same as Colorado Blue Spruce except that instead of being blue in color they are green.

1 ½-2 ft.	B&B XXX specimen	\$1.95 each	\$17.00	per 10
2- 3 ft.	B&B XXX specimen	\$2.95 each	\$25.00	per 10
3- 4 ft.	B&B XXX specimen	\$4.00 each	\$35.00	per 10
4- 5 ft.	B&B XXX specimen	\$6.00 each	\$50.00	per 10
5- 6 ft.	B&B XXXX specimen	\$8.50 each		
6- 7 ft.	B&B XXXX specimen	\$9.75 each		

Engelman Spruce (Picea Engelmanni) A native of the Rocky Mountains. Grows taller and more pyramidal than other spruce. Needles have a steel blue color and a distinct tendency to curve. An ornamental that deserves more attention than it receives.

		10	100	1000
3-6 in.	Seedlings		\$5.50	\$38.00
3-6 in.	X	\$1.10	8.95	60.00
6-8 in.	XX	2.00	18.00	



Austrian Pine

THE PINE FAMILY

Dwarf Mugho Pine (Pinus Mughus) One of the best and most popular dwarf ornamental evergreens. Unexcelled for foundation and rock garden planting. It seldom gets over 4 feet high, and may be kept to any desired height by shearing. Can be sheared to almost any shape, but its natural tendency is to grow spherical. A very hardy tree withstanding adverse conditions other trees will not tolerate. We import our own seed from Europe, and offer nothing but the very best strain. See picture on page 12.

	Each	10	100	1000
3- 5 in. Seedlings			\$ 4.95	\$38.00
4- 6 in. X	.20	1.75	14.00	75.00
6- 8 in. XX	.35	3.00	26.00	
8-12 in. XX	.75	6.00	55.00	
12-15 in. XXX B&B specimen	\$2.00 each \$18.00 per 10			
15-20 in. XXX B&B specimen	\$2.95 each \$25.00 per 10			
20-24 in. XXX B&B specimen	\$3.95 each			

Austrian Pine (Pinus Nigra) Here is a tree that fills the need of the home owner in a large smoky city. Probably no other tree will withstand smoke and gas as will the Austrian Pine. It seems to have no effect upon its growth. Its growth is more compact than most of the tall growing Pines, and thereby makes an excellent tree for specimen lawn planting. It has slender straight needles from four to six inches long, and of a deep green color.

	Each	10	100	1000
3- 5 in. Seedlings			\$2.50	\$16.00
5- 8 in. Seedlings			5.50	32.00
4- 6 in. X	.12	.90	8.00	68.00
6- 8 in. X	.18	1.50	12.00	95.00
10-12 in. XX	.50	3.50	28.00	
1-1 ½ ft. XX	.75	5.00	40.00	
1 ½-2 ft. XXX B&B specimen	\$2.00 each \$18.00 per 10			
2- 3 ft. XXXX B&B specimen	\$2.75 each \$25.00 per 10			
3- 4 ft. XXXX B&B specimen	\$3.95 each \$35.00 per 10			
4- 5 ft. XXXX B&B specimen	\$5.95 each \$55.00 per 10			
25 trees at 100 rates	250 trees at 1000 rates			

Scotch Pine (*Pinus Sylvestris*) A native of Europe where it has always been a very valuable timber and ornamental tree. It is very hardy, a rapid grower, and will do well on almost any kind of soil. It will grow where other evergreens will not. The needles are light green, very fragrant, and from 2 to 3 inches long.

	Each	10	100	1000
3- 5 in. Seedlings			\$2.50	\$16.00
6- 8 in. Seedlings			4.50	32.00
8-12 in. Seedlings			6.50	45.00
4- 6 in. X	.15	.95	8.00	65.00
6- 8 in. X	.20	1.50	13.50	85.00
8-12 in. X	.25	2.00	16.00	
12-18 in. X	.30	2.50	20.00	
8-12 in. XX	.45	3.00	27.50	
2- 3 ft. XXX B&B specimen		\$1.95 each	\$17.00	per 10
3- 4 ft. XXX B&B specimen		\$3.75 each	\$35.00	per 10
4- 5 ft. XXX B&B specimen		\$4.75 each		
5- 6 ft. XXX B&B specimen		\$6.75 each		

Ponderosa Pine (*Pinus Ponderosa*) Sometimes called Western or Bull Pine. It is a native of our western states. The needles are of a light green and even longer than those of the Austrian Pine. The needles are also very soft in texture, and have three in a sheath.

	Each	10	100	1000
3- 5 in. Seedlings			\$2.50	\$19.00
5- 7 in. Seedlings			4.00	26.00
4- 6 in. X	.10	.80	7.00	60.00
6- 8 in. X	.15	1.10	10.00	80.00
8-12 in. XX	.25	2.20	18.00	

Norway Pine (*Pinus Resinosa*) A native of the north central states, and a very hardy tree. The needles are slender, very flexible, dark green and lustrous.

	Each	10	100	1000
3- 6 in. Seedlings			\$3.00	\$21.00
6- 8 in. X	.12	.90	8.00	70.00
8-12 in. XX	.25	2.00	16.00	
12-18 in. XX	.35	3.00	25.00	
18-24 in. XX	.45	4.00	35.00	

ARBOR VITAE FAMILY

Am. Arbor Vitae (*Thuja Occidentalis*) Sometimes called White Cedar. A very valuable and widely planted tree. Used for reforestation, ornamental and hedge purposes. It responds very well to shearing, and can be sheared into hedges or perfect individual specimens.

	Each	10	100	1000
3- 6 in. Seedlings			\$2.00	\$15.00
6- 8 in. Seedlings			3.00	26.00
6-10 in. X	.10	.80	7.00	60.00
10-12 in. X	.15	1.00	9.00	80.00
12-15 in. XX	.20	1.75	15.00	
15-20 in. XX	.25	2.25	20.00	
20-24 in. XXX	.35	3.00	27.00	
2- 3 ft. XXX B&B specimen		\$2.25 each	\$20.00	per 10
3- 4 ft. XXX B&B specimen		\$3.50 each	\$30.00	per 10

Globe Arbor Vitae
(*Thuya Occidentalis Globosa*)

We grow nothing but the Woodwards Globe Arbor Vitae. This is a far superior strain to the common Globe Arbor Vitae in that it is far more dense and compact growing. Woodwards Globe Arbor Vitae is a



dwarf ornamental tree, growing absolutely round or globular. Just the tree for foundation plantings, or in any formal planting. These trees are not grown from seed but from cuttings.

	Each	10	100
6- 8 in. XX	.40	\$3.50	\$25.00
8-10 in. XX	.60	5.00	40.00
10-12 in. XXX B&B specimen	\$1.50 each	\$14.00	per 10
12-15 in. XXX B&B specimen	\$2.50 each	\$20.00	per 10

SPECIAL NOTICE

Sometimes our customers have need for a number of large trees for a mass planting, a windbreak, or a screen, and it is not necessary that the trees be specimen stock. If you are in need of such material, write us at once, for we can quote you some very special low prices on just what you want.

Pyramidal Arbor Vitae (*Thuya O. Pyramidalis*) Another excellent Arbor Vitae. Grows strictly pyramidal in shape, and plays an important part in all landscape work. Excellent for entrance way plantings, one on each side, as it lends formality and height.

	Each	10	100
6- 8 in. XX	.40	\$3.50	\$25.00
8-12 in. XX	.50	4.00	35.00
12-18 in. XX	.70	6.50	50.00
18-24 in. XXX	.90	7.50	60.00
2-2½ ft. XXX B&B specimen	\$2.75 each	\$25.00	per 10
2½-3 ft. XXX B&B specimen	\$3.25 each	\$30.00	per 10
3- 4 ft. XXXX B&B specimen	\$4.25 each		
4- 5 ft. XXXX B&B specimen	\$6.75 each		

Siberian Arbor Vitae (Thuya O. Wareana) A semi-dwarf never growing larger than seven or eight feet. Is very hardy, as the name implies, and excellent for either specimen or hedge planting. Grows conical in form, but more broad than other Arbor Vitae. Foliage of a very dark green.

	Each	10	100
6- 8 in. XX	\$.35	\$2.50	\$22.00
8-12 in. XX	.45	3.00	29.00
1-1 ½ ft. XXX B&B specimen	\$1.95 each	\$18.00	per 10
1 ½-2 ft. XXX B&B specimen	\$2.75 each	\$25.00	per 10

Golden Arbor Vitae (Thuya O. Spicata Alba) By far one of the best of the Golden Arbor Vitae. New tips are fluffy golden white. Very hardy and semi-dwarf.

6- 8 in. X	\$.35	\$3.00	\$29.00
8-12 in. XX	.50	4.00	35.00

THE JUNIPER FAMILY

The Juniper family contains many varieties especially suited for foundation and rock garden planting. With the exception of Red Cedar, Prostrate Juniper, Chinese Juniper, and Colorado Juniper, practically all other Junipers are grown from either cuttings or they are grafted on the roots of either Red Cedar or Chinese Juniper. We are listing only the best and hardiest of the Junipers.

Pfizers Juniperus (Pfizeriana) One of the very best of the low growing Junipers. Does equally as well in Canada as in Texas. Can be made to grow upright by staking the leader, or allowed to grow in prostrate form. Irregular in growth, forming an excellent contrast to more formal evergreens. By far one of the most popular of the Junipers. See picture on page 5.

	Each	10	100
6- 8 in. XX	\$.35	\$3.00	\$28.00
8-10 in. XX	.55	4.75	45.00
1 ½-2 ft. XXX B&B	2.50	22.00	
2-2 ½ ft. XXX B&B	3.95	35.00	

Silver Red Cedar (Juniperus Virg. Glauca) A grafted tree of unusual beauty. Grows to a broad compact pyramid with a distinct silver color, more pronounced when the new growth comes out in the spring.

	Each	10
8-12 in. XX	.95	\$ 9.00
12-18 in. XX	1.25	12.00
1 ½-2 ft. XXX B&B specimen	2.95	27.00
2-2 ½ ft. XXX B&B specimen	3.50	32.00
2 ½-3 ft. XXX B&B specimen	4.75	45.00
3- 4 ft. XXXX B&B specimen	7.50	70.00
4- 5 ft. XXXX B&B specimen	9.50	80.00

SATISFIED CUSTOMERS

“Enclosed find P. O. Money Order, as per your bill.
“I must say that I am very well pleased with the trees.
They were in fine condition and well packed.”

HENRY WISTRICH, Elkader, Iowa.

Cannart Juniper (*Juniperus Virg. Cannarti*) Similar in type and growth to Silver Red Cedar except that it is green instead of blue. Also a grafted tree.

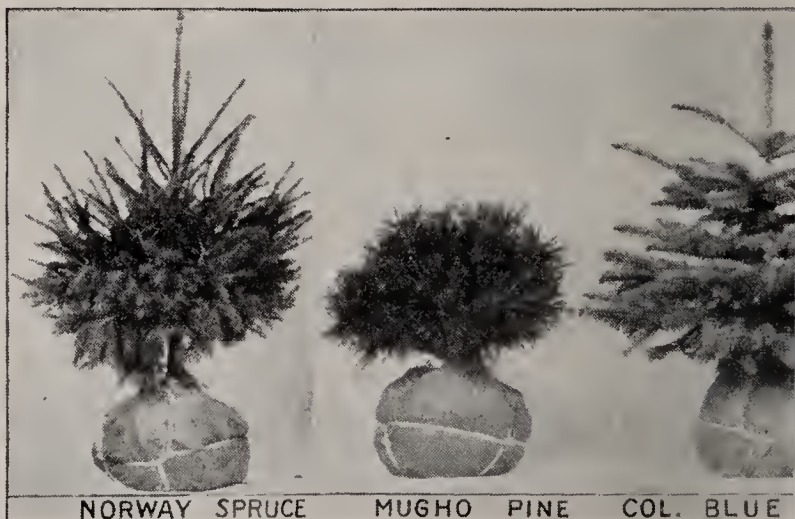
	Each	10
8-12 in. XX	.80	\$ 7.50
12-18 in. XX	1.20	11.00
1 ½-2 ft. XXX B&B specimen	2.50	22.00
2-2 ½ ft. XXX B&B specimen	3.25	30.00
2 ½-3 ft. XXX B&B specimen	4.25	40.00
3- 4 ft. XXX B&B specimen	6.00	55.00

Red Cedar (*Juniperus Virginiana*) A tall, conical growing Juniper, with dense foliage. Foliage of a dark green in summer turning copper bronze in fall and winter. An excellent tree to lend additional color to a group of evergreens. Responds readily to shearing.

	Each	10	100	1000
3- 6 in. Seedlings			\$ 5.00	\$40.00
6- 8 in. X	.15	1.25	10.00	90.00
8-12 in. XX	.25	2.00	18.00	
12-18 in. XX	.35	3.00	28.00	
1 ½-2 ft. XX	.65	6.00	55.00	
2- 3 ft. XXX B&B specimen	\$2.75 each		\$25.00	per 10
3- 4 ft. XXX B&B specimen	\$3.95 each		\$37.00	per 10

Prostrate Juniper (*Juniperus Communis Depressa*) A very interesting evergreen, growing low with a distinct spreading habit, seldom reaching over 2 feet in height. The underside of the needles always have a silvery color, and in the fall and winter the tree takes on a characteristic rich copper bronze shade.

	Each	10	100
4- 6 in. X	.20	\$ 1.50	\$12.00
6- 8 in. XX	.40	3.50	28.00
1-1 ½ ft. XXX B&B	2.00	18.00	
1 ½-2 ft. XXX B&B	2.75	25.00	
2- 3 ft. XXX B&B	3.75	35.00	



NORWAY SPRUCE MUGHO PINE COL. BLUE

BALLED AND BUR

Goldtip Juniper (*Juniperus Virg. Elegantissima*) This tree never fails to attract attention due due to the fact that the tips come out in the spring a rich yellow, gradually fading into an old gold toward fall. A semi dwarf, conical in shape, reaching a maximum of 10 to 12 feet.

	Each	10	100
8-12 in. XX	.90	\$ 8.00	
1-1 ½ ft. XXX B&B	3.50	32.00	
1 ½-2 ft. XXX B&B	4.75	45.00	

Hill Dundee Juniper (*Juniperus Virg. Pyramidaformia*) A conical, very dense growing Juniper. Its outstanding features are its compactness of growth and the deep copper bronze color that it takes on in the fall. See picture on page 12.

	Each	10	100
8-12 in. XX	.90	\$ 8.50	\$75.00
1 ½-2 ft. XXX B&B specimen	3.50	32.00	
2- 3 ft. XXX B&B specimen	6.00	55.00	
3- 4 ft. XXXX B&B specimen	7.50	70.00	

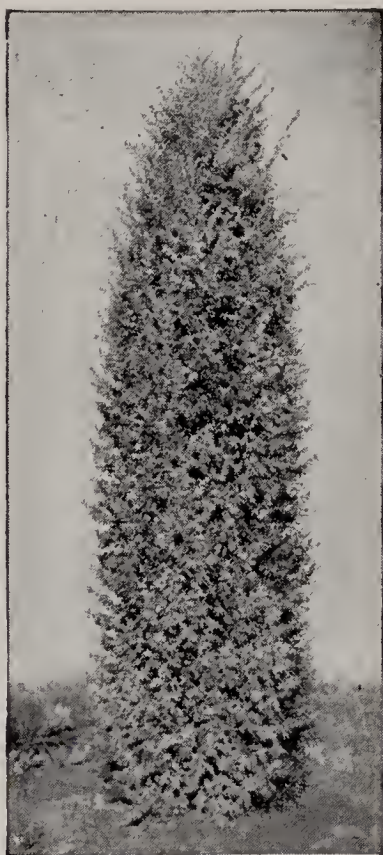
Creeping Juniper (*Juniperus Horizontalis*) Excellent for rock gardens, for as its name implies, it creeps along the ground and over rocks, forming a complete ground cover. A delicate green in summer, turning bronze in fall.

	Each	10	100
4- 6 in. X	.35	\$ 3.00	\$25.00
1-1 ½ ft. XXX B&B	3.00	25.00	
1 ½-2 ft. XXX B&B	3.95	35.00	

Andorra Juniper (*Juniperus C. D. Plumosa*) A low growing spreading Juniper, but does not cling to the ground as does the creeping Juniper. Grows a little higher than the strict creeping forms, offering an excellent contrast. As soon as the first sharp frosts come this Juniper turns a rich silvery purple.

	Each	10	100
6-10 in. XX	.35	\$3.00	\$25.00





Dundee Juniper



Mugho Pine

Savin Juniper (*Juniperus Sabina*) A many branched dwarf, seldom growing over three feet high, but spreading in nature. Dark green the entire year, and forms an excellent planting in front of larger evergreens or as a specimen.

	Each	10	100
6- 8 in. XX	.35	\$ 3.00	\$28.00
8-10 in. XX	.55	4.75	45.00
1-1 ½ ft. XXX B&B specimen	2.50	20.00	
1 ½-2 ft. XXX B&B specimen	3.00	27.00	
2- 3 ft. XXX B&B specimen	3.95	36.00	

Column Chinese Juniper (*Juniperus Chinensis Pyramidalis*) A beautiful Juniper recently introduced from China develops into a splendid narrow column as it grows older. Unexcelled for accent. Hardy and a rapid grower.

	Each	10
8-12 in. XX	.90	\$8.00
2-2 ½ ft. XXXX B&B specimen	3.50	30.00
2 ½-3 ft. XXXX B&B specimen	4.50	40.00

THE FIR FAMILY

Balsam Fir (*Abies Balsamæ*) A native of the north central states, and known for its fragrant "balsam odor". Also the most desirable Christmas tree, due to both its fragrance, and the fact that it will retain its needles longer under artificial heat than any other evergreen. A very adaptable tree to varied soil conditions, doing equally as well on low as on high land, on poor as well as fertile soils.

	Each	10	100	1000
3- 6 in. Seedlings			\$ 2.75	\$18.00
6-10 in. Seedlings			3.50	25.00
4- 6 in. X	.15	1.00	9.00	75.00
6- 8 in. X	.20	1.50	12.00	95.00
8-12 in. XX	.30	2.50	19.00	
12-18 in. XX	.45	3.50	29.00	
1 ½-2 ft. XXX B&B specimen	\$1.95	each	\$17.00	per 10
2- 3 ft. XXX B&B specimen	\$2.75	each	\$25.00	per 10
3- 4 ft. XXX B&B specimen	\$3.95	each	\$35.00	per 10
4- 5 ft. XXX B&B specimen	\$4.95	each	\$45.00	per 10
5- 6 ft. XXXX B&B specimen	\$6.50	each	\$60.00	per 10
6- 8 ft. XXXX B&B specimen	\$8.50	each	\$80.00	per 10

Concolor Fir (*Abies Concolor*) Also known as White, Western or Silver Fir. A native of the Rocky Mountains this beautiful tree always receives a prominent place in all landscape plantings. Very symmetrical, with long soft needles that vary in color from light green to deep blue. Very hardy, and resistant to all disease.

	Each	10	100	1000
4- 6 in. Seedlings			\$ 7.00	\$58.00
6- 8 in. Seedlings			9.95	85.00
4- 6 in. X	.15	1.30	11.00	
6- 8 in. X	.20	1.80	16.00	
8-12 in. XX	.30	2.50	21.00	
1-1 ½ ft. XX	.75	6.50		
1 ½-2 ft. XXX B&B specimen	\$2.75	each	\$25.00	per 10

Douglas Fir (*Pseudotsuga Douglassi*) Another excellent fir native of the Rocky Mountains. It is a hardy grower, with long graceful branches. Our Douglas Fir seed comes from Colorado where the best type of Douglas Fir grows. A majestic tree maintaining its beauty into old age.

	Each	10	100	1000
3- 6 in. Seedlings			\$ 3.95	\$28.00
6- 8 in. Seedlings			5.50	36.00
8-10 in. Seedlings			7.50	50.00
4- 6 in. X	.10	.70	6.00	
1-1 ½ ft. XX	.30	2.50	21.00	
1 ½-2 ft. XXX B&B specimen	\$2.50	each	\$20.00	per 10
2- 3 ft. XXX B&B specimen	\$3.50	each	\$30.00	per 10
3- 4 ft. XXX B&B specimen	\$4.95	each	\$45.00	per 10

TREES

I think that I shall never see
 a poem lovely as a tree.
 A tree whose hungry mouth is prest
 against the earth's sweet flowing breast.
 A tree that looks at God all day,
 and lifts her leafy arms to pray;
 A tree that may in summer wear,
 a nest of robins in her hair;
 Upon whose bosom snow has lain,
 who intimately lives with rain.
 Poems are made by fools like me, but only
 God can make a tree.

—Joyce Kilmer



NORWAY SPRUCE AND SCOTCH PINE WINDBREAK

Our Big Windbreak Offer

In this day when all our forests are being cut down one feels the winter winds more than ever before, especially in the open country. A windbreak affords not only protection but adds materially to the beauty of the home as well as to its value.

Windbreaks are planted in rows, usually two, ten feet apart, and trees ten feet apart in the row.

	Scotch Pine XX	Norway Spruce XXX	White Spruce XXX
250 feet Windbreak, 25 trees	\$ 7.00	\$ 6.00	\$14.00
500 feet Windbreak, 50 trees	11.00	9.00	23.00
1000 feet Windbreak, 100 trees	19.00	15.00	39.00

These trees are all three times transplanted and are 1½-2 feet high. Can also supply trees 2-3 feet, and 3-4 feet at very low prices. Write for special quotations. Any of these trees will make you an effective windbreak for very little money. These three varieties are, without question the very best for windbreak purposes. Every windbreak is accompanied with complete instructions and guaranteed to be satisfactory in every respect.



CHRISTMAS TREES

*800% Profit Per Year
Growing Christmas Trees !*

5,000,000 trees cut and sold each year for the Christmas trade is an enormous market for the growers of evergreens. This wholesale cutting of forest trees has almost depleted the wild supply and increasing prices are inevitable. Here, then, is an opportunity for you to grow and market Christmas trees.

Six years is the average time required to produce a six-foot tree from four-year old transplants but trees for table decoration can be sold at fancy prices two years after planting. Four-year old transplants (bought as our 6-10 inch, once transplanted stock), at a cost of 5c each in thousand lots, sell, when matured, at from \$1.50 to \$4.00 and more retail—a **profit of over 800% per year.**

Plant an acre now (3000 to 4500 trees), or even a few hundred trees and get in on the ground floor of this new business.

Norway Spruce, White Spruce, Concolor Fir and Douglas Fir are the best varieties to grow for Christmas trees. Concolor and Douglas Fir planting stock cost the most but they demand the highest fancy price as Christmas trees. Norway Spruce is the fastest growing tree used for this purpose.

SPECIAL PRICES CHRISTMAS TREE STOCK

		100	1000
Norway Spruce	6-10 in. X	\$ 7.00	\$50.00
White Spruce	6-10 in. X	8.00	60.00
Concolor Fir	6-10 in. X	14.00	100.00
Douglas Fir	6-10 in. X	10.00	80.00

Write for special prices on larger quantities.

ROSES (Hybrid Perpetuals)

Our roses are all No. 1 stock field grown. These roses have all actually bloomed in our nursery rows, so if you want large husky bushes,—here they are.

PRICES: 55c each, \$5.00 per 10

Frau Karl Druschki. A snow waxy white.

A marvel of beauty in both bud and bloom.

General Jacqueminot. A brilliant crimson.

Magna Charta. Pink and carmine. A very heavy bloomer.

Paul Nyron. Large flower, deep rose color.

Ulrich Brunner. Long stemmed, light red.

American Beauty. Deep pink.

CLIMBING ROSES

Excelsa—(Red Dorothy Perkins). A beautiful crimson scarlet, etc.

Climbing Am. Beauty. Large, double flowers in June and occasionally throughout the summer.

Paul's Scarlet. The brightest and purest of all the pillar roses. Semi-double flowers in clusters which last a long time.

Dr. Van Fleet. Blossoms extra large, resembling the tender Hybrid Tea roses in shape and size. Its strong stems are 12 to 18 inches long, making it valuable for cutting. A delicate flesh-pink.





PERENNIALS

No landscape picture is complete unless some bright color is introduced, which can be accomplished only by means of perennials. Evergreens are needed for back-grounds and specimens, but the dash of color supplied by a perennial border will complete the picture. We grow all our own perennials, so you will find them of the same high quality as our evergreens.

All perennials are two year field grown, and are just the plants for quick results in your border.

The varieties marked with an (*) are especially suited for rock garden planting.

Prices of perennials—20c each, 3 for 55c, 10 for \$1.75.

- * **Alysum (Madwort)**—Broad masses of bright yellow flowers early in spring. Excellent for rockery or borders. Foliage in heavy mats.
- Achillea (The Pearl)**—Pure white, double flowers all summer. Excellent for cutting.
- Anemone (Whirlwind)**—Excellent double white flowers 2-3 ft.
- * **Aquilegia (Columbine)**—Single long spurred variety of colors, red blue, and white. May to June.
- Aquilegia**—(Mrs. Scott Elliotts long spurred hybrids) Beautiful flowers with very long spurred flowers. May to July. 2-3 feet.
- * **Babys Breath (Gypsophila)**—Masses of small white flowers that lend a softness to every setting. Excellent for cut flowers. August and Sept. 2-3 feet.
- * **Bellis Perennis (Double Daisy)**—An excellent rock garden plant, never growing over 6 inches high. Shades of red, white, and pink.
- Coreopsis (Tickseed)**—Masses of rich golden yellow flowers all summer. 3 ft.
- * **Daisy, Shasta Alaska**—Most popular of the daisies. Handsome with large glistening white blossoms in June and July. 2 feet.



- Daisy, Hartje and Elder**—Similar to the Shasta Daisy, but grows taller, and blooms very heavily. Also earlier than Shasta Daisy. 2-3 feet.
- Delphinium Belladonna (Larkspur)**—Large spikes of turquoise blue flowers. June until frost. 4 feet.
- Delphinium Bellamosa**—Large spikes of deep rich blue. 4-5 feet.
- Delphinium, Wrexham strain of Hybrids**—A very remarkable Delphinium. Very long spire-like spikes in large range of delicate shades. Blooms longer than other Delphinium. 5-6 feet.
- ***Dianthus Barbatus (Sweet William)**—Deep masses of bloom in extremely rich and varied colors. An old fashioned flower that has always been very popular.
- ***Dianthus Deltoides (Maiden Pink)**—A beautiful little prostrate plant with narrow leaves, with a profusion of small crimson flowers during July and August. Should be in every rock garden.
- ***Funkia (Day Lily)**—Long narrow leaves, dull green produced in abundance. Lilac-like flowers. July and August.
- Gaillardia (Blanket Flower)**—Large brilliant flowers gold-yellow with rich maroon-red center.
- Lathyrus (Perennial Sweet Pea)**—Clusters of large flowers on long stems produced in abundance. Will climb in same manner as will annual sweet pea.
- ***Lychnis (Maltese Cross)**—Heads of vivid scarlet flowers. 3 feet. June to Sept.
- ***Mysotis (Forget-me-not)**—A charming early blooming flower, usually in full bloom by Decoration Day. A profusion of delicate blue flowers. 1 foot.
- Papaver, Oriental (Oriental Poppy)**—Variety Princess Victoria Louise. A very large oriental poppy, sometimes with flower over 6 inches across. A beautiful perennial, giving plenty of color. May to June.
- Physalis Francheti (Chinese Lantern)**—Orange-red bladder like fruits in profusion during late summer and autumn.
- ***Platycodon (Chinese Bellflower)**—Blue and white, bell shaped flowers all summer. Excellent in sunny border.
- ***Pyrethrum (Painted Daisy)**—Very showy flowers in many shades growing on long stems throughout the summer, but more heavily during May and June. Very good for cut flowers.

PHLOX

PRICES—25c each, \$2.25 per 10

All Phlox offered are 2 year old plants and will bloom first year planted.

- B. Compte**—Very brilliant purple.
- Bridesmaid**—White with crimson eye.
- Champ Elysee**—Red.
- Fernand Cortez**—Crimson and bronze.
- Miss Lingard**—White, tall and very early.
- Mrs. Chas. Dorr**—Bright lavender.
- Mrs. Jenkins**—Pure white.
- R. P. Struthers**—Rosy carmine.
- Rheinlander**—Salmon pink.
- Sunset**—Deep rose pink.
- Rosenberg**—Reddish violet, showy.



Hydrangea P. G.

Ornamental and Flowering Shrubs

Almond, Pink Flowering—Early flowering, covered with a profusion of pink, rose like blooms 18-24 inch 40c each, 2-3 ft., 60c each.

Barberry, Japan (*Berberis thunbergi*)—An excellent shrub to plant in a place receiving considerable abuse. Very hardy, growing only to medium height. Leaves turn scarlet bronze in fall, branches covered with crimson fruit. 12-18 inch 25c each, \$2.00 per 10. 18-24 inch 35c each, \$3.00 per 10.

Barberry, Red Leaved—A new marvelous barberry. Foliage a bronze red all summer. 12-15 inch 35c each, \$3.00 per 10. 18-24 inch 45c each, \$4.00 per 10.

Forsythia spectabilis (Showy Goldenbells)—A profusion of golden flowers borne on the branches early in the spring before the leaves come out. 2-3 ft. 45c each, \$4.00 per 10.

Honeysuckle, Tartarian Pink—A large growing shrub, covered with pink flowers early in summer. 2-3 ft. 40c each, \$3.50 per 10. 3-4 ft. 60c each, \$5.00 per 10.

Honeysuckle, Morrowi—A dense growing shrub, excellent for screening, creamy blooms in early summer, followed by red berries in autumn. 2-3 ft. 40c each, \$3.50 per 10. 3-4 ft. 60c each, \$5.00 per 10.

Hydrangea, Arborescens G. (Hills of Snow)—Large showy blooms from July to Sept. 18-24 inch 35c each, \$3.00 per 10. 2-3 ft. 45c each, \$4.00 per 10.

Hydrangea, Paniculata Grandiflora—Large pyramidal panicles of white in August turning to pink red and bronze, and later green during autumn. 2-3 ft. 45c each, \$4.00 per 10. 3-4 ft. 60c each, \$5.50 per 10.

Kolkwitzia Amabilis (Beauty Bush)—A new introduction from northern China. A mass of beautiful delicate pink, trumpet like, flowers in late June. 2-3 ft. 70c each. 3-4 ft. \$1.00 each.

Philadelphus Grandiflora (Mock Orange)—A large, fast growing shrub, with showy white flowers in June. 3-4 feet 55c each. \$5.00 per 10.

Philadelphus Virginalis—A new Mock Orange, only a medium grower. Large double white flowers that are very fragrant. The best of the Mock Orange. 2-3 ft. 60c each, \$5.50 per 10.

Privet, Amoor River North—The hardy privet for hedges. Can be sheared to perfect shape. 18-24 inch \$1.50 per 10, \$9.50 per 100.

Snowberry (*Symphoricarpos Racemosus*)—Magnificent clusters of large white berries in the fall. Excellent for shady positions. 2-3 ft. 40c each, \$3.50 per 10.

Coralberry (*Symphoricarpos Vulgaris*)—Clusters of small red berries in fall. 2-3 ft. 35c each, \$3.00 per 10. 3-4 ft. 40c each, \$3.50 per 10.

Spirea Van Houttei—One of the most planted shrubs. A complete mass of white bloom in early June. 2-3 ft. 25c each, \$2.00 per 10.

Spirea Froebeli—A low growing spirea that is very hardy. Foliage bronze in spring and fall. Beautiful light pink flowers all summer. 18-24 inch 40c each, \$3.50 per 10.

Spirea Tomentosa—A late blooming spirea, early September. Flowers in slender feathery panicles of deep rose color. 2-3 ft. 40c each, \$3.50 per 10.

Spirea Trichocarpa (Korean Spirea)—A beautiful new introduction similar to Van Houttei in type, but with larger, more dome shaped clusters. Also blooms a little later than the Van Houttei. 3-4 ft. 60c each, \$5.50 per 10.

Tamarix Hispida—A tall fast growing shrub with very outstanding feathery foliage, topped by large upright panicles of gorgeous lavender. 2-3 ft. 50c each, \$4.50 per 10. 3-4 ft. 70c each, \$6.50 per 10.

Viburnum Americanum (Am. Highbush Cranberry)—An excellent shrub for backgrounds. Foliage turns a beautiful scarlet in fall. Its clusters of bright red berries attract the birds. 2-3 ft. 50c each, \$4.50 per 10. 3-4 ft. 70c each, \$6.50 per 10.

Viburnum Lantana (Wayfaring Tree)—Grows 12-15 feet. Leaves of a heavy wrinkled texture. White flowers in June and black berries in fall. 2-3 ft. 50c each, \$4.50 per 10. 3-4 ft. 75c each, \$7.00 per 10.

Viburnum Dentatum (Arrow Wood)—One of the medium growing Viburnums. Foliage bright green, heart shaped, and turning to a brilliant crimson in fall. 2-3 ft. 45c each, \$4.50 per 10.

Weigela Rosea. Profusion of bright rose pink flowers in July. 2-3 ft. 45c each, \$4.00 per 10. 3-4 ft. 60c each, \$5.50 per 10.



Weigela Rosea

SHADE TREES

White Birch (*Betula Papyrifera*)—This is the genuine White Paper or sometimes called Canoe Birch. Its bark is the whitest of all birch. No plant material offers a better combination with evergreens than does the White Birch. 4-5 feet 75c each. 5-6 feet \$1.00. 6-8 feet \$1.65 each.

Cut-leaved Weeping Birch—A beautiful specimen for individual planting. Foliage is finely cut, and branches have a graceful drooping habit. 5-6 feet \$1.25 each. 6-8 feet \$1.75 each. 8-10 feet \$2.75 each.

American Elm (*Ulmus Americana*)—One of the grandest of shade trees for either lawn or street planting. Long lived, tall growing with beautiful vase shaped head. 6-8 ft. \$1.50 each. 8-10 ft. \$2.00 each. 10-12 ft. \$2.75 each.

Chinese Elm (*Ulmus Pumila*)—A recent introduction from China that has received considerable advertising and comment. A very rapid grower, in fact growing as fast or faster than the Box Elder and Poplars. Foliage very dense. 2-3 ft. 75c each. 3-4 ft. \$1.00 each.

Vase Elm—This is a select strain of American Elm, budded on the roots of the American Elm. A more rapid growing tree than the American Elm, and all trees are of the true vase type. Very resistant to all elm diseases, and without question one of the best shade trees today. 5-6 ft. \$1.00 each. 6-8 ft. \$1.50 each.

Schwedler Red Maple—This is the genuine grafted Red Maple, with brilliant wine-red foliage in spring, developing into a purplish green in mid summer and later a gorgeous yellow in the fall. 6-8 ft. \$2.50 each. 8-10 ft. \$3.50 each.



Cut Leaf Weeping Birch

LANDSCAPE SERVICE

Our landscape department is in charge of a graduate landscape architect. If you have a new home, or are interested in some public planting project, or want your old home grounds redesigned, we are in a position to be of real service to you. We will be glad to submit to you suggestive pencil sketches of your grounds or project without charge, or if you desire, up to the minute, elaborate design and planting plans we can produce them for you at a very nominal fee. Write us for further information.

TERMS AND CONDITIONS

TERMS—Cash before shipment, unless special agreement has been made for other terms of payment or previous credit has been established with us.

SHIPPING SEASON—Generally begins April 1st and continues to June 15. Fall season from August 15th to Nov. 1st. All stock is dug fresh and packed in best quality live sphagnum moss.

OUR RESPONSIBILITY for delivery ceases when delivery is made by us to transportation company. Under no circumstances will goods be shipped subject to approval or rejection on arrival.

SHIPPING DIRECTIONS—Please state distinctly whether you want the goods sent by **freight or express** and tell us what railroad to ship by if you have a preference.

SPECIAL PRICES given on very large orders. 50 of any one variety and sizes sold at 100 rates, and 500 of any one variety and size, at 1000 rates.

ALL goods travel at purchaser's risk and expense.

PRICES in the catalog supersede all previous quotations.

CLAIMS for deduction will receive consideration only when made within six days after receipt of goods.

CAUTION—All quotations are made subject to stock being unsold when order is received and to injury to stock from causes over which we have no control.

INSPECTION—Our nurseries are inspected annually by the State Entomologist, and we hold his certificate that our stock is free from injurious insects and contagious diseases.

PERSONAL SELECTION—Stock specially selected by customers at the nursery, will be charged for according to value of trees chosen, irrespective of catalog list price.

*Clean Certificate of Inspection
accompanies every shipment.*



IT'S NOT A HOME UNTIL IT'S PLANTED